

Message Text

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ORIGIN OPIC-12

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GMHAUSER BY PHONE W CORRECTIONS

OPIC/P MMAYS

NEA IAI EBIZIC

NEA IRN JRHODES

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R 132218Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY TEL AVIV

AMEMBASSY TEHRAN

UNCLAS STATE 202229

E.O. 11652: N/A

TAGS: EINV

SUBJECT: TRAVEL: GUSTAVE M. HAUSER

REF: STATE 201275

1. AS INDICATED REFTTEL, GUSTAVE M. HAUSER, PRESIDENT, WARNER-CABLE CORPORATION, AND MEMBER OPIC BOARD OF DIRECTORS, PLANS TO VISIT ADDRESSEE POSTS DURING PERIOD SEPT 23 TO OCT 5. HE HAS WIDE EXPERIENCE IN BUSINESS AND IS MOST KNOWLEDGEABLE REGARDING OVERSEAS INVESTMENT PROBLEMS FROM VANTAGE POINT OF BOTH PRIVATE INVESTOR AND U.S. GOVERNMENT. HE WAS VICE PREISDENT, GENERAL TELEPHONE AND ELECTRONICS, AND EXECUTIVE VICE PRESIDENT, WESTERN UNION INTERNATIONAL BEFORE ASSUMING PRESENT ASSIGNMENT, AND HAS BEEN MEMBER OPIC BOARD SINCE INSTITUTION OF OPIC IN 1971. MR. HAUSER ACCOMPANIED BY RITA E. HAUSER, ATTORNEY AND FORMER U.S. REPRESENTATIVE TO UNITED NATIONS COMMISSION ON HUMAN RIGHTS, WHO HAS BEEN INVITED BY IRAN GOVERNMENT. VISIT HAS BEEN ARRANGED BY AMBASSADOR HOVEDA. MR. HAUSER WILLING TO PROMOTE AND EXPLAIN OPIC PURPOSES, POLICIES, AND PROGRAMS AND GENERALLY PAY GOODWILL

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VISIT TO LOCAL OFFICIALS CONCERNED WITH FOREIGN INVESTMENT.

2. REQUEST THAT ADDRESSEE POST ARRANGE FOR NOT MORE THAN TWO MEETINGS: ONE MEETING WITH INTERESTED U.S. EMBASSY AND/OR LOCAL U.S. INVESTORS WHICH COULD COVER LOCAL INVESTMENT PROBLEMS, AS WELL AS OPPORTUNITIES AND REQUIREMENTS FOR NEW INVESTMENT; A SECOND MEETING WITH GOVERNMENT OFFICIALS TO EXAMINE INVESTMENT NEEDS AND OPPORTUNITIES, AND REVIEW PROBLEMS IN SECURING NEW INVESTMENT.

3. IN TEHRAN, WHERE HAUSER WILL BE AVAILABLE SEPT 23-26, WOULD APPRECIATE MEETING WITH OFFICIAL AT LEVEL OF ASHRAFI OR NAJAMBADI. AT EMBASSY MEETING HOPE HAUSER CAN REVIEW STATUS OF NEGOTIATIONS INVOLVING MAJOR OIL COMPANIES AND NIOC; TRANSCO; U.S. INVESTMENT PROSPECTS RELATIVE TO OTHER FOREIGN INVESTORS; AND MEANS FOR BRINING TOGETHER INTERESTED U.S. INVESTORS, PARTICULARLY IN AGRI-BUSINESS, WITH LOCAL JOINT VENTURE PARTNERS. ST. LOUIS GROUP OF INVESTORS PARTICULARLY ANXIOUS TO FIND NEW JOINT VENTURE AGRI-BUSINESS OPPORTUNITIES.

4. IN TEL AVIV, WHERE HAUSER WILL BE AVAILABLE OCT 2-5, SUGGEST MEETING WITH INVESTMENT AUTHORITY (GOREN) AND MINISTRY OF FINANCE OFFICIALS TO CONSIDER MEANS FOR FACILITATING FLOW OF ADDITIONAL FOREIGN PRIVATE EQUITY CAPITAL. SUBJECT WAS RAISED BY ISRAELIS IN RECENT MEETINGS WITH OPIC IN WASHINGTON. ALSO, BELIEVE HAUSER CAN BE OF HELP IN IDENTIFYING POTENTIAL U.S. VENTURE PARTNERS IN SEVERAL PRIORITY INVESTMENT SECTORS: ELECTRONICS, CHEMICALS, ETC. HAUSER VERY FAMILIAR WITH ISRAEL INVESTMENT SCENE FROM PRIOR ASSOCIATION WITH GTE & I IN TADIRAN ELECTRONICS.

5. PLEASE ADVISE DATES AND TIME OF MEETINGS. HAUSER WILL BE APPRISED OF MEETINGS PRIOR TO HIS DEPARTURE AND WILL CONTACT EMBASSIES ON ARRIVAL. RESERVATIONS NOT REQUIRED. KISSINGER

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